

BUSINESS TRAINING

Spencerian College Course

Practical.

GRADUATES SUCCEED

ESTABLISHED IN 1869 AND HAS BEEN PROMINENT SINCE.

The Name of Spencer Has Been a Famous One in the Educational World Many Years.

In 1864 Bryant, Stratton & Church founded the Washington link in the Bryant & Stratton chain of business colleges, extending at that time through forty great cities. This institution occupied three floors of the Bank of the Republic building, south-west corner 7th and D streets northwest. Henry C. Spencer succeeded his father in the authorship of the Spencerian publications, and was at this time superintendent of penmanship in the chain of forty colleges, having under his instruction and direction many thousands of young people in all parts of the country. He was called "the prince of blackboard writers," and was received wherever he went with great enthusiasm. At twelve he had taught with his father, being considered then the handsomest writer in the world.

In 1865 the Spencer brothers, observing that the young college presidents were paying back to Bryant and Stratton the capital invested, and, therefore, a lion's share of the proceeds, withdrew from the chain to found colleges of their own, or, perhaps, to join each other in founding a great institution in their father's old home, Geneva.



Ohio. Other college presidents withdrew, one by one, until the chain was but a name, all exchanging of scholarships as common property having ceased. In February, 1869, Mr. Henry N. Copp opened the National Business College in Washington, D. C., in the Intelligence building (now Harris & Co's, Jewelers), northwest corner 7th and D streets northwest, directly opposite the Bryant & Stratton College. He immediately sent for Mr. and Mrs. H. C. Spencer to come to his assistance. Their fame as authors and educators had preceded them, and they were warmly received. Their arrival heralded a moral, social and intellectual uplift and outlook for Washington. The combination was close of the war, were in a heterogeneous state. Rev. C. B. Boynton of the First Congregational Church said: "They are my right hand and my left eye." Rev. J. Tudor of the Mount Vernon M. E. Church said at the funeral of H. C. Spencer, in 1901: "When I first met Mr. and Mrs. Spencer, in '69, I found them to be the face of Washington." Words fall me to say how it has come to pass.

Here was opened the first kindergarten, by the famous Juliet Corson. Here was given the first lecture on manual training schools by Judge Arthur MacArthur. All of these were benefactions to Washington in which the Spencerians were prominent.

Space fails to contain the good things, now great and far reaching in their influence and power, which were born for Washington in this college. At its regular day and night sessions in attendance.

ESTABLISHED FIFTY-ONE YEARS.

Success of the F. J. Heilberger Tailoring Establishment.

One of the best known and most successful tailors in the city is F. J. Heilberger. This business has been established since 1851, and has been a success from the beginning. The business was begun by the father of Mr. Heilberger in 1851, and was purchased by the present owner, Mr. F. J. Heilberger, from his father in June, 1899. The elder Mr. Heilberger died on March 2, 1901, at the age of eighty-three, after forty-eight years of activity in business.

Mr. F. J. Heilberger, the present owner of the business, learned from his father the art of making clothes that fit with perfect satisfaction to the purchaser. The leading people of this city have found in him a tailor who can give a fit and who understands the different values and grades of cloth. He is thoroughly familiar with all the details of fine tailoring, and clothes bearing his name are sufficiently guaranteed as to their quality and workmanship.

thirty-eight years 12,500 persons have been in attendance, the largest number in 1890, a census year, was 625. The annual average, however, is 325. The number of graduates from 1867 to 1902 has been 1,675, now holding positions of honor, trust and profit in all parts of the country. The number of graduates from 1867 to 1902 is 1,675. The number of graduates from 1867 to 1902 is 1,675. The number of graduates from 1867 to 1902 is 1,675.

It has been the desire of the proprietors of the college to keep the institution in one place, well known and kindly remembered, and at that time through forty great cities. The causes being in several cases most startling and tragic. In the Bank of the Republic building in 1893 the war price for rent, \$1,000 per year, still prevailed, and Mr. Spencer removed the college that year to Northern Liberty building, corner 7th and D streets northwest, where the halls were more spacious and the rent \$1,000.

In '81 a cyclone unroofed this building, and the college, exposed to the elements during a stormy period, was offered the entire second floor, 10,000 square feet, of the Lincoln Hall building (now the Academy of Music, its present location), which was made attractive and beautiful for the college by the trustees. It had been the home of the Young Men's Christian Association, who had been reluctantly compelled by the managers to surrender the building they believed to be their own. The college whistled five happy, prosperous years, '81 to '86.

December 4, '86, one of the coldest and bitterest nights ever known in Washington. A terrible explosion within the buildings called attention to a fire that had been in progress many hours. The Spencer family barely escaped with their lives. Mrs. Spencer, being driven back by a second explosion, after a terrible struggle with smoke and flame, was dragged by the janitor down a burning stairway partially asphyxiated.

The beloved daughter Maggie had been taken out in convulsions an hour before. No life was lost, but the entire college property, with rich treasures, accumulated during a quarter of a century, lay in ashes. The National Bank of the Republic, through its directors, offered immediate possession of two floors, and, as soon as possible, the third, at a merely nominal price.

Under his able management the Andrew J. Joyce Carriage Company has reached an enviable position. The specialty of the company has always been work made to order. Mr. R. Edwin Joyce being a member of the Technical School for Carriage Draughtsmen gives personal attention to this branch of the business, and the many handsome equipages owned by the leading people of this city bespeak the skill of the company's craftsmen.

The fame of the Andrew J. Joyce Carriage Company is not confined to this locality. It is national. Mr. R. Edwin Joyce has grown up with the business, and to him is largely due the credit for the present prosperity and fame of the company. His grasp of every detail of the extensive business done by the company has been rewarded by a patronage that exceeds anything ever done before in the history of the business. Mr. Joyce's company is a large and successful one, and the excellence of this feature of the company's operations has added greatly to its reputation and growth.

When the elder Joyce began business rubber tires and bicycle wheels for vehicles were unknown. Mechanics in those days worked from sunup to sundown, and were bound out to learn a trade, living with their employer, who clothed, fed and supplied them with spending money. They served from time they were bound out until they were twenty-one.

The styles in vehicles have changed many times during the business career of the company. Some styles of vehicles in use fifty years ago are now used, although, of course, different in construction, owing to modern improvements.

In the old days a vehicle constructed so as to allow the front wheels to pass under its body, making a short turn, was considered impossible. Vehicles were then heavier and more expensive, and greater attention was paid to ornamentation than now.

Mr. Joyce was born in this city August 21, 1857. He was educated at Columbia and Georgetown universities, and began his business career with the banking house of Riggs & Co. In 1881 he became a member of the firm of Andrew J. Joyce & Co., and twenty-one years he has been one of the leading business men of Washington. He is vice president of the Carriage Builders' National Association, to which position he has been twice re-elected.

Washington is rapidly becoming a musical center recognized for the excellence of its soloists, as well as by the large number of persons who yearly study some branch of the melodic art.

The national capital numbers among its musicians some of the most talented professionals and a small army of amateurs who are quick to appreciate the merit of any one who demonstrates their ability to impart knowledge.

Among the vocal teachers of this city V. E. Heilmendahl occupies a high place in musical circles, both for his skill as a musician and his ability as a teacher.

Mr. Heilmendahl was born in Elberfeld, Germany. His family were all devoted to musical pursuits, but he early evinced a talent for playing the violin. He began to play when quite a young man.

Wilhelm, one of the great masters of the violin, heard him and persuaded him to follow a musical career. He was so interested in the young player he took him into his family at the age of fourteen.

He remained with Wilhelm for two years and then entered the class of Wieniawski at the Brussels Conservatory.

After one year of study in this institution he carried off the first prize in the violin and was awarded prizes for his proficiency in theory.

HALF A CENTURY OLD

ANDREW J. JOYCE CARRIAGE CO.

ESTABLISHED 1844.

Establishment Has Made Some of the Finest Vehicles in the Country.

Over half a century doing business in one spot is a record few firms in Washington can boast. Such, however, is the distinction possessed by the Andrew J. Joyce Carriage Company.

This company had its beginning in 1844, when Andrew J. Joyce established his carriage factory in the four-story brick building at 14th and E streets. From its foundation the business prospered, and in a brief period he and his sons, Messrs. Edwin Joyce and George W. Joyce, were the leading carriage factory of the south.

In 1881 Mr. Andrew J. Joyce died and the business devolved upon his two sons, Messrs. Edwin Joyce and George W. Joyce, who, by their enterprise and energy, increased the business greatly.

The business was conducted under the name of Andrew J. Joyce Sons until 1897, when it was incorporated as the Andrew J. Joyce Carriage Company. Mr. R. Edwin Joyce was made vice president and general manager.

Under his able management the Andrew J. Joyce Carriage Company has reached an enviable position. The specialty of the company has always been work made to order. Mr. R. Edwin Joyce being a member of the Technical School for Carriage Draughtsmen gives personal attention to this branch of the business, and the many handsome equipages owned by the leading people of this city bespeak the skill of the company's craftsmen.

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After leaving the conservatory he went to London on a concert tour.

PUBLIC SPIRIT

M. M. Parker's Efforts in City's Behalf.

NATIVE OF VERMONT

FOR MANY YEARS PROMINENT IN BUSINESS CIRCLES.

Indorses Everything That Tends to Improve the Condition of His Adopted City.

Myron Melvin Parker, for the last thirty-five years, has been identified with the post-bellum progress of Washington. He is one of the most prominent citizens of the District, and belongs to the exclusive circle which centrally includes a group of politicians and the changing complexion of national administrations—devotes unselfish services to the betterment of municipal conditions in the nation's capital.

When the civil war broke out Myron M. Parker was a student at Fort Edward Institute, New York. In November, 1862, when a member of the cavalry, he enlisted in Company M, 1st Vermont Cavalry, taking part in many of the engagements up to the close of the war, two horses having been shot under him. For four years he was aid-de-camp, with the rank of colonel, on the staff of the governor of Vermont.

Upon the restoration of peace, Mr. Parker was appointed clerk in the War Department. He remained in the service until 1865, when he returned to Washington, D. C., and entered the business world.

Mr. Parker was the first president of the Board of Trade, to which office he was three times re-elected. It was during this time that the Board of Trade originated, and prepared the bill for the extension of streets and avenues, and out of which many of our important streets and avenues have been extended. The Board of Trade's direction the Board of Trade took up the question of sewer extension. It was also largely through its efforts that liberal appropriations were made for street and other municipal improvements.

Up to this time very few conventions or organizations had met in Washington. Mr. Parker believed that the gathering together in the national capital of the people from all sections of the country would be of great benefit to the capital city. To this end he appointed a committee to promote and encourage conventions and all organized bodies to meet in Washington. The efforts of this committee met with signal success; the first distinguished gathering being a meeting here of the governors of nearly all the states and other prominent and distinguished people to consider the proposition of a world's fair. This convention concluded with a notable banquet, and out of this meeting sprang the world's fair, held in 1893 in Chicago. This convention was soon followed by the wagon makers of the United States, the inventors, and other large and influential organizations, all of which were received and entertained by the Board of Trade.

Mr. Parker was chairman of the triennial committee to entertain the Grand Encampment, Knights Templar of the United States, which was received in the city on a parade on that occasion. For two years he was grand master of Masons for the District of Columbia, and as such at the dedication of the Washington monument.

For several years Mr. Parker was actively engaged in the real estate business. In 1870 he was elected to the position of president of the real estate board, giving his entire time to corporations.

In 1893 Mr. Parker was appointed President of the Board of Commissioners of the District. This appointment was given Mr. Parker without solicitation or request, and was a recognition of his some reluctance, owing to extensive business connections. Having been actively identified with the development and growth of the city, he was a natural choice.

Mr. Parker's club life is confined mostly to that which gives him outdoor exercise, health and pleasure—being a member of the Washington Golf and Country Club, the Blue Mountain Club (Corbin Park) of New Hampshire, the Tobique Salmon Club of New Brunswick, the Chevy Chase Club, the Washington Club, the Century Club and the Metropolitan Golf Club of New York.

Mr. Parker is now president of the following-named corporations: The Alaska Railway and Safe Deposit Company, Nome, Alaska; the Grant Manufacturing Company, the Union Building Company, the Atlantic Building Company, the Glover Building Company, the Washington Building Company, the National Metropolitan Bank, American Security and Trust Company, Columbia Fire Insurance Company and the Columbia Trust Company; also a director in the Cincinnati Reduction Company, the Greene Consolidated Copper Company, the Mitchell Copper Company, the Green Kirt Gold and Silver Mining Company of Mexico; also a trustee in the Columbia University, Providence Hospital, Columbia Hospital for Women, the Washington Hospital for Foundlings, and the Washington Training School for Nurses, also secretary of the Washington Memorial Association. He was appointed by the late Senator Sherman one of his executors without bond, and is now a member of the national republican committee.

TRADE NOT BACKWARD

IMMENSE COAL BUSINESS OF WILLIAM J. ZEH.

In Ten Years Has Increased From 10,000 Tons to 75,000 Tons—Important Contract.

One of the most progressive and up-to-date coal dealers in the city is William J. Zeh of 702 11th street northwest. Mr. Zeh is a native of Washington, being born here in 1855. He received his education in the public schools of the city, attending the Franklin School. At the completion of his studies he entered the employ of Armour & Co. as clerk in their wholesale meat house.

He remained with this firm for eight years, and in 1893 he started a coal business, with an office on N street between 9th and 10th streets. His capital consisted of \$800, with two horses and carts. The business was at first limited to a few tons, while today he handles 75,000 tons of coal.

Mr. Zeh is the largest dealer of coal in the city, and his prices are the lowest at which this precious article can be had. He keeps seventy-two head of stock at his stables, besides 100 wagons, which are seen on the streets, with his name painted thus: he Zeh J. M. W. This peculiar method of advertising has proved to be quite a catchy idea in its delusory effect upon the optics. This is, however, no evidence that this business concern has been successful. It has made rapid strides forward, the house being the peer of any similar establishment in the United States. The name of Wm. J. Zeh is well known to the city, and the wagons by the mistake of a deaf painter, and so novel did the idea prove as an advertising scheme that Mr. Zeh has had all of his wagons painted in this manner.

Mr. Zeh furnishes nearly all the government buildings with coal, besides the United States Electric Light Company, which has been extended. The Mr. Zeh is known as a hustler in every sense of the word, and has by his astonishing energy, clearness of perception and rare ability to reach a momentous decision been able to establish a reputation exceeded by none.

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MADE SHOES TO ORDER

Potbury & Lee Have Fine Trade Among Best People.

In a modest way at 1035 F street northwest. Here they remind of a shoe store, as the quarters were so small to meet the demands of their increasing trade. From here they moved to 1015 F street, where the "Boston House" now is, and after remaining there several years removed to 1105 11th street. Their name is well known all over the country and their custom-made shoes have made them famous.

Mr. Potbury and Mr. Lee are natives of England, where they learned their trade. Mr. H. Potbury coming to Washington in 1866 and Mr. W. G. Lee in 1870. Both thoroughly understand all branches of fine shoe-making and personally superintend their force of fourteen expert workmen.

The firm imports all of their sample lasts from England. Their leather is purchased in France and are the best to be had. The firm makes hunting boots, riding boots, gunning boots and many other kinds and classes of shoes. They have a large stock of customers people from all over the United States who have had their footwear made by this establishment for the past thirty years.

They made the boots worn by the American officers taking part in the German naval maneuvers this year. The firm makes all kinds of shoes, as well as special shoes for crippled feet.

By industry and perseverance they have built up one of the finest custom-made shoe trades in the country. Their patronage includes the leading men of the day, senators, representatives, officers of the army and navy and many prominent leaders in society. Among their many patrons in the army and navy may be mentioned Generals Miles, Corbin, Young, Wood, Bliss and Bernhard, and of the navy, Admirals Dewey, Walker, Ramsey, Bradford and Hichborn. The business is an ever-increasing one, and the firm manufactures a large variety of goods, and its reputation is unprecedented.

THE WELL-KNOWN "ARGYLE." A Popular Host Who Has Hosts of Friends.

In the ranks of the younger business men of Washington who are winning success there is no better example of meritorious push and persistence than that which is presented in the comparatively brief business career of Mr. James P. Kernan, proprietor of "The Argyle," 417 11th street northwest. The appointments of this fashionable resort are strictly up to date in every particular. The liquid refreshments served by many patrons are of the best quality to be found in the city.

Mr. Kernan is a native of Baltimore, having been born in that city in 1863. He came to Washington in 1888. He has held positions with the Normandy Hotel of this city, the Columbia Athletic Club and Weicker's Hotel.

Mr. Kernan established his present business in November, 1901, making extensive improvements and repairs to the establishment, which was then a dwelling house. In connection with his saloon business he has a first-class restaurant with ladies' dining rooms upstairs.

Mr. Kernan is yet quite a young man and has made a host of friends by his congeniality and cordiality of disposition, and his restaurant in Washington, which can better supply his patrons with what tends to please the inner man, both in liquid and in solid refreshment, than our host of the Argyle. His table, like his buffet, is supplied with all that is choicest, as from his long experience and training to the tastes of men who are prominent in both public and gastronomic circles he makes no mistake about what is good to eat and drink, and combined with this is the happy faculty of remembering the names, faces and particular likes of his numerous customers. Here's good luck to him.

PRONOUNCED A SUCCESS. Ononco Rye Whiskey Has Won Its Way Into Public Favor.

The late Col. Robert G. Ingersoll must have had in mind the famous Ononco rye whiskey when he penned that glowing tribute to whiskey in which he said: "It is the most wonderful whiskey that ever drove the skeleton from a feast and painted landscapes in the brain of man. It is the mildest sedative of wheat and corn. Drink it, and you will feel within you blood the star-dust, the dreamy, tawny dunks of many perfect days."

The noted Ononco whiskey has become the feature of Edward J. Quinn's splendid business, opened in Washington, near 18th and Pennsylvania avenue northwest, in 1894, and occupies with his salesrooms the 10th and 11th floors of the building at 18th and B street, with an entrance opposite the 6th street railroad depot.

Ononco has won its high reputation on merit. It is a seven-year-old Maryland rye, ripe and mellow. The popularity of this whiskey is shown by the marked increase in sales since the year 1890. Mr. Quinn's total sales of Ononco amounted to twenty barrels. The output has increased, and is now estimated at a total amount to eight times that amount.

The motto of this house is "Reputation built on quality," and it has been lived up to the very letter.

He confines himself almost exclusively to family trade, and has received such a flattering endorsement from the public that he contemplates adding a wholesale department to his house.

Mr. Quinn believes in the liberal but judicious use of credit, and to which he owes a fair measure of his success. He is a man of the personality, business sagacity and integrity, and is a constant year-round worker, having ever in view the maxim of the old Virginia farmer, who said: "Success can't be got unless you're honest and never goes to sleep in his harness."

Many of the best families in the District keep a supply of Ononco on their sideboards, and it is a common sight to find it in their practice. This pure old whiskey is pronounced a winner by all who have used it, and they are legion.

AN ENTERPRISING FIRM. Real Estate Business of Nauck & Nauck a Decided Success.

The law and real estate firm of Nauck & Nauck is a familiar one in the list of real estate houses of the city. The business was established in 1881 by Oscar Nauck, the senior member of the firm. Upon the graduation of William Nauck, Washington Polytechnic University, he became a partner with his brother. The firm has been located in the northwest section of the city since its establishment. In addition to its main office at 7th and P streets, the firm has a branch office in the downtown office for the accommodation of its many patrons.

PLUMBING SUCCESS

Robert B. Caverly Has Made Rapid Strides.

BEGAN EIGHT YEARS AGO, NOW IN GREAT DEMAND.

Has Fitted Some of the Leading Hotels, Public Buildings and Apartment Houses.

Nowhere is the marvelous development of the city more fittingly exemplified than in the plumbing establishment of Mr. Robert B. Caverly, 504 and 506 10th street northwest. From a humble beginning this business has leaped upward with the growth of the city until it now occupies a position peculiar to itself. The business was established eight years ago, with headquarters in a small 8x10 room in an office building on F street. In three years the business had developed to where it was necessary to open a store at 504 10th street northwest. With the added facilities and business methods adopted the increase gained momentum, and in one short year the quarters but just occupied were again too small and it was necessary to double their size at once. The adjoining store, No. 506, was accordingly occupied, together with a stock room in the rear. With the large floor space available the elegant show rooms which are such an admirable feature of this establishment were fitted out from plans made in New York by an architect specialist. For the past year the present quarters have been too small to accommodate the ever-growing business, and a further expansion of this house is imperative. Plans are already under discussion looking to this end.

Such, in brief, is the history of the founding and growth of this business. Perhaps it will prove interesting to inquire into the reasons for such brilliant success. From the very first it has been our theory that the city of Washington presented a hitherto unoccupied field in the plumbing line—there was need of a plumbing house where the public would receive unvarying courtesy, where the capital and facilities were ample and where the work would receive careful attention, conscientious, skilled workmanship and every undertaking would be backed by a true guaranty and that guarantee religiously adhered to. No expense has been spared to the attainment of this end. The business has been carried into departments and at the head of each has been placed an expert in his line. The handling of every detail, no matter how small, receives the same careful attention. With a never-failing supply of work it has been possible to make a large permanent force and to actively apply the doctrine of the "survival of the fittest," with the result that the business has developed into a city—careful, painstaking, skilled mechanics.

The facilities afforded for the selection of fixtures are far ahead of anything ever dreamed of in this city heretofore. The show rooms are large and airy, and are equipped with all that is best in plumbing. The actual goods, just as they will appear in actual use, are there in representative quantities, and the number of seven occupying one entire store—besides a complete line of sample fixtures of every description—has been made possible by the use of space-saving devices, and the most delicate gradations in decoration, or to the modest tastes of every buyer, whether large or small, receives the same careful attention. With a never-failing supply of work it has been possible to make a large permanent force and to actively apply the doctrine of the "survival of the fittest," with the result that the business has developed into a city—careful, painstaking, skilled mechanics.

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